

The Truth About Stoves

By the Largest Makers of Stoves and Ranges in the World

MANY people have been deceived in believing that they are getting the best value for their money. They will not put up with inferior quality.

MANY people have been deceived in believing that their stove was cheap because of a low price when experience proves them to be most expensive.

A small price may be paid for a stove which looks attractive in the catalogue, which has been described as "perfect," but it will be a very expensive purchase; for ten chances to one, trouble will arise from this stove in a month's time—it may not heat or cook properly, or it may consume fuel like a locomotive. Then the material in the stove itself may wear so poorly that at the end of a year so much will have to be replaced.

You never get something for nothing in this world, and when you pay a small price for a stove, that price must cover the cost of material and labor, and include a reasonable profit, consequently it is almost certain that the stove is made by the most inexperienced labor, must be sold at this seemingly low-priced stove, and

Receiving our Expert Advice and will not put you under any obligation. We simply desire the opportunity to give evidence of the tremendous superiority of the "Garland" Stoves and Ranges, and leave the decision entirely with you.

In order that "Garland" Stoves and Ranges shall last, we make them of the best materials and employ the most experienced workmen in the world.

"Garland" Stoves and Ranges are made to last in appearance. They are nicked and each "Garland" Stove and Range is guaranteed to last for years.

"Garland" Stoves and Ranges will "burn out," but will heat and cook perfectly, save fuel, save repairs, save money, save time.

We have local dealers who handle our Stoves and Ranges in every village, town or city in the United States. You can see "Garlands" before you buy.

Expert Stove Advice Free.
We have opened an
Advice Department.
The charge of an expert
adviser man, simply to tell
you people, *absolutely free*
cost, all about stoves,
and this expert will hon-
estly advise you just
which stove or range
will best suit your needs.
I also want those who
have lost money on the
usually expensive
stove, to let us tell them
how they can save money
by buying a "Garland."
Even if the first cost is a
little more than the cheap
stove, an unsatisfactory stove.

**GARLAND
STOVES
AND
RANGES**

The World's Best

after. You can sell that "Garland" exactly as reported. There will be no pay on the stove and the dealer them up without it.

If no dealer in your town sells "Garland" or you decide a stove not in your dealer's stock, enjoy the above savings. We will special arrange that the stove will be delivered and properly set up for use in your own home.

The Written Guarantee

want them to let us tell them about the
 advantages of "Garland" Stoves and Ranges,
 which always prove a good investment.
 We want you to write to *us* to *ful* *fill* *your* *stove* *need*,
 and have books accurately describing the differ-
 ent kinds. We could not afford to open this
 Advice Department* or send out the valuable
 literature we do, free of charge, if "Garland"
 Stoves and Ranges were not distinctly superior
 to every make and kind of our competitors.
 We did not make it possible for us to sell them
 at reasonable prices, and if our reputation and
 methods of doing business did not insure
 absolute satisfaction.

If you are considering the purchase
 of a stove or range, or put this coupon
 check (this way P.) the kind of stove you
 are interested in, mail it to us today, and you will
 promptly receive our Expert Advice as to just
 which stove is best suited to your needs, and
 why, and our literature, free of charge.

Michigan Stove Company
 every stove, and protects you by
 the guarantee that every "Garland" is
 sent—The World's Best

Send me free of charge your
 Stove Book on Ranges, Free
 Gas Ranges, Coal Stoves,
 Stove Ranges, Cooking Stoves,
 Heating Stoves, Oak Stoves.
 Also send me your Expert Advice
 free of charge.

Kind of Stove Wanted.....
 Kind of Fuel Used.....
 My Stove Dealer's Name is

P. O. Address.....
 Address Advice Department.....
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